

|                                 |   |                               |                                     |
|---------------------------------|---|-------------------------------|-------------------------------------|
| <i>SERFF Tracking Number:</i>   | <i>CEUL-126771653</i>                         | <i>State:</i>                 | <i>California</i>                   |
| <i>Filing Company:</i>          | <i>Central United Life Insurance Company</i>  | <i>State Tracking Number:</i> | <i>PF-2010-01642</i>                |
| <i>Company Tracking Number:</i> | <i>2010 POOL MMGR/OR</i>                      |                               |                                     |
| <i>TOI:</i>                     | <i>H16I Individual Health - Major Medical</i> | <i>Sub-TOI:</i>               | <i>H16I.005C Individual - Other</i> |
| <i>Product Name:</i>            | <i>Pool Group MMGR/OR</i>                     |                               |                                     |
| <i>Project Name/Number:</i>     | <i>/</i>                                      |                               |                                     |

## Filing at a Glance

Company: Central United Life Insurance Company

Product Name: Pool Group MMGR/OR

SERFF Tr Num: CEUL-126771653 State: California

TOI: H16I Individual Health - Major Medical

SERFF Status: Pending Industry State Tr Num: PF-2010-01642  
Response

Sub-TOI: H16I.005C Individual - Other

Co Tr Num: 2010 POOL MMGR/OR State Status:

Filing Type: Rate

Reviewer(s): Angela Jang, Marsha  
Seeley, Sai-on Sam, Ali Zaker-  
Shahrak, Xiangchen Meng

Authors: Bin Hu, Allie Zhou, Cindy  
Hu

Date Submitted: 08/24/2010

Disposition Status:

Implementation Date Requested: On Approval

Implementation Date:

## General Information

Project Name:

Status of Filing in Domicile: Pending

Project Number:

Date Approved in Domicile:

Requested Filing Mode: Review & Approval

Domicile Status Comments:

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Group Market Size:

Overall Rate Impact: 10%

Group Market Type:

Filing Status Changed: 08/25/2010

Explanation for Other Group Market Type:

State Status Changed:

Deemer Date:

Created By: Bin Hu

Submitted By: Cindy Hu

Corresponding Filing Tracking Number:

PPACA: Not PPACA-Related

Filing Description:

An actuarial study of our business in this line has revealed that our current rates are inadequate to support our experience. We have included the required Actuarial Memorandum detailing the actuarial analysis of our experience.

The Company is requesting a 10% rate increase. The increase will be applied uniformly to all policyholders within the state.

We appreciate the Department's time and consideration in the review of this filing.

SERFF Tracking Number: CEUL-126771653 State: California  
Filing Company: Central United Life Insurance Company State Tracking Number: PF-2010-01642  
Company Tracking Number: 2010 POOL MMGR/OR  
TOI: H16I Individual Health - Major Medical Sub-TOI: H16I.005C Individual - Other  
Product Name: Pool Group MMGR/OR  
Project Name/Number: /

## Company and Contact

### Filing Contact Information

Cindy Hu, Rates Supervisor chu@manhattanlife.com  
Wortham Tower 713-821-6450 [Phone]  
2727 Allen Parkway 713-529-9425 [FAX]  
Suite 500  
Houston, TX 77019-2100

### Filing Company Information

Central United Life Insurance Company CoCode: 61883 State of Domicile: Arkansas  
Wortham Tower Group Code: Company Type:  
2727 Allen Parkway Group Name: State ID Number:  
Suite 500 FEIN Number: 42-0884060  
Houston, TX 77019-2100  
(713) 529-0045 ext. [Phone]  
-----

## Filing Fees

Fee Required? No  
Retaliatory? No  
Fee Explanation:  
Per Company: No

| COMPANY                               | AMOUNT | DATE PROCESSED | TRANSACTION # |
|---------------------------------------|--------|----------------|---------------|
| Central United Life Insurance Company | \$0.00 |                |               |

SERFF Tracking Number: CEUL-126771653  
Filing Company: Central United Life Insurance Company  
Company Tracking Number: 2010 POOL MMGR/OR  
TOI: H16I Individual Health - Major Medical  
Product Name: Pool Group MMGR/OR  
Project Name/Number: /

State: California  
State Tracking Number: PF-2010-01642  
Sub-TOI: H16I.005C Individual - Other

## Rate Information

Rate data applies to filing.

|  |            |
|--|------------|
| <b>Filing Method:</b>                            | SERFF      |
| <b>Rate Change Type:</b>                         | Increase   |
| <b>Overall Percentage of Last Rate Revision:</b> | 5.000%     |
| <b>Effective Date of Last Rate Revision:</b>     | 03/01/2009 |
| <b>Filing Method of Last Filing:</b>             | SERFF      |

## Company Rate Information

| Company Name:                            | Overall %<br>Indicated<br>Change: | Overall % Rate<br>Impact: | Written<br>Premium<br>Change for<br>this<br>Program: | # of Policy<br>Holders<br>Affected for this<br>Program: | Written<br>Premium for<br>this Program: | Maximum %<br>Change (where<br>required): | Minimum %<br>Change (where<br>required): |
|--|-----------------------------------|---------------------------|--|---|---|--|--|
| Central United Life<br>Insurance Company | 10.000%                           | 10.000%                   | \$16,820   | 58  | \$168,201                               | 10.000%                                  | 10.000%                                  |

# C E N T R A L   U N I T E D   L I F E

August 16, 2010

California Department of Insurance  
Policy Approval Bureau  
45 Fremont Street, 24<sup>th</sup> Floor  
San Francisco, CA 94015

ATT: Life & Health Division

**Re:      NAIC # 61883                      Central United Life Insurance**  
**Rate Increase:                      Pool Group MMGROR**

To Whom It May Concern:

An actuarial study of our business in this line has revealed that our current rates are inadequate to support our experience. We have included the required Actuarial Memorandum detailing the actuarial analysis of our experience.

The Company is requesting a 10% rate increase. The increase will be applied uniformly to all policyholders within the state.

We appreciate the Department's time and consideration in the review of this filing.

Should you have any questions or comments, please contact me at (713) 821-6450, or email me at [chu@manhattanlife.com](mailto:chu@manhattanlife.com).

Sincerely,

Cindy Hu  
Statistics Department

Enclosure  
cc: State file

Central United Life Insurance Company  
Wortham Tower  
2727 Allen Parkway, Fifth Floor  
Houston, TX 77019-2115

Phone: 713-821-6450  
Toll Free: 800-669-9030  
Fax: 713-529-9425



**Central United Life Insurance Company (NAIC #61883)**

Actuarial Justification for Individual A&H Rate Increase

Pool Group MMGR/OR

**1. Purpose of Filing**

The purpose of this rate filing is to demonstrate that the lifetime anticipated loss ratio of these plans meets minimum state requirements. It is not intended to be used for any other purpose.

**2. Scope of Filing**

This rate increase is requested for policies that have been acquired by the Company. These policies provide similar Major Medical benefits on an expense-incurred basis. The Company has combined these plans into the same rating group to improve statistical credibility, and the plans will continue to be combined for all future filings. Exhibit A contains a list of the forms in the pool from this state.

A 10.0% rate increase is being requested for the policies in this pool. As this pool consists of only closed blocks of business, the rate increase will be applied to inforce business only. The anticipated implementation date is 1/1/2011.

The annualized premium inforce and policies inforce for this state and Nationwide as of 6/30/2010 before and after the proposed increase are as follows:

| State      | Policyholders<br>Inforce | Annualized<br>Premium | Average Annual Premium |                   |
|------------|--------------------------|-----------------------|------------------------|-------------------|
|            |                          |                       | Before<br>Increase     | After<br>Increase |
| CA         | 58                       | 168,201               | 2,900                  | 3,190             |
| Nationwide | 581                      | 1,867,951             | 3,215                  | 3,537             |

**3. Reason for Rate Increase Request and Expected Effect on Premiums**

The Company is requesting a 10.0% increase in premiums to account for worse than anticipated experience, medical inflation, increased utilization, and new medical procedures and technology. Current and proposed premiums are attached in Exhibit B.

The average nationwide effective date for implementation of this increase is 1/1/2011 for projection purposes. The actual date which the new rates become effective for this state will be one year after the implementation date of the last approved rate increase, or the next premium due date after approval, whichever is later. The increase will be applied uniformly to all policyholders within the state.

Some forms in this block are subject to new regulations that will remove benefit limits effective September 23, 2010 or when the endorsements are approved by each state. The company is not asking for any larger increase at this time, but may request rate relief in the future.

**4. Rate Increase History**

The rate increase history for this state is included in Exhibit C. The average nationwide rate increase history is as follows:

| Avg Effective<br>Date | Avg Rate<br>Increase |
|-----------------------|----------------------|
| Oct-94                | 13.1%                |
| May-97                | 12.0%                |
| Feb-98                | 11.5%                |
| May-99                | 15.4%                |
| Aug-00                | 11.4%                |
| Jul-01                | 20.6%                |
| Aug-02                | 25.1%                |
| Sep-03                | 18.9%                |
| Feb-04                | 4.2%                 |
| May-05                | 26.0%                |
| Jun-06                | 5.8%                 |
| Jun-07                | 25.7%                |
| Jun-08                | 19.9%                |
| Nov-09                | 18.5%                |

**Central United Life Insurance Company (NAIC #61883)**

Actuarial Justification for Individual A&H Rate Increase  
Pool Group MMGR/OR

**5. Rate Justification Standard - Minimum Loss Ratios**

This filing demonstrates that after implementation of the requested increase, both the projected future loss ratio and the lifetime anticipated loss ratio for these plans are higher than the required minimum loss ratio, and that benefits are therefore reasonable in relation to premiums. This pool consists of both Optionally Renewable and Guaranteed Renewable forms. We have assumed the minimum standard for Optionally Renewable forms for the entire pool.

|                              |   |
|------------------------------|---|
| Type of Coverage             | Major Medical                             |
| Renewal Clause:              | Optionally Renewable/Guaranteed Renewable |
| Minimum Required Loss Ratio: | 60%                                       |

**6. Projection Assumptions**

- a. Interest - A 5.0% effective annual rate of interest has been assumed for accumulating historical experience and for discounting projected future experience to present values.
- b. Persistency - An annual termination rate of 20.0% has been assumed for projecting the inforce into the future, consistent with observed termination rates for this type of business.
- c. Claim Cost Trend - An annual claim cost trend of 17.9% has been assumed as the overall claim cost trend. It is composed of a 2.5% aging component and an 15.0% medical trend component.
- d. Rate Increase - A 10.0% rate increase has been assumed with an average nationwide effective date of 1/1/2011.

**7. Data Quality**

The experience data and inforce information were provided by the Company. The data was checked for reasonableness and consistency; however, we relied on the Company for the completeness and accuracy of the data. After examination, no material biases in the data were found and no adjustments were deemed necessary.

**Central United Life Insurance Company (NAIC #61883)**

Actuarial Justification for Individual A&H Rate Increase

Pool Group MMGR/OR

**8. Historical Experience**

The pool consists of several blocks of business acquired over the course of many years. To enhance credibility, nationwide historical experience is being used. The Company was unable to provide historical experience on a restated basis. Nationwide historical experience on a financial basis is as follows:

| Year         | Paid<br>Claims | Claim Reserve       |           | Incurred<br>Claims | Earned<br>Premium | Loss<br>Ratio |
|--------------|----------------|---------------------|-----------|--------------------|-------------------|---------------|
|              |                | Beginning           | Ending    |                    |                   |               |
| 1975 & Prior |                |                     |           | 7,929,592          | 15,839,351        | 50.1%         |
| 1976         |                |                     |           | 2,327,904          | 2,811,644         | 82.8%         |
| 1977         |                |                     |           | 2,477,441          | 2,913,870         | 85.0%         |
| 1978         |                |                     |           | 2,346,859          | 3,008,186         | 78.0%         |
| 1979         |                |                     |           | 2,512,220          | 2,722,839         | 92.3%         |
| 1980         |                |                     |           | 2,376,510          | 2,940,658         | 80.8%         |
| 1981         |                |                     |           | 2,783,588          | 2,953,022         | 94.3%         |
| 1982         |                |                     |           | 3,285,545          | 3,323,839         | 98.8%         |
| 1983         |                |                     |           | 3,117,531          | 3,399,352         | 91.7%         |
| 1984         | 771,048        | 178,601             | 2,248,192 | 2,840,639          | 3,458,545         | 82.1%         |
| 1985         | 2,761,394      | 2,248,192           | 2,325,013 | 2,838,215          | 3,723,672         | 76.2%         |
| 1986         | 3,284,971      | 2,325,013           | 2,442,579 | 3,402,537          | 3,708,903         | 91.7%         |
| 1987         | 2,630,873      | 2,442,579           | 2,398,543 | 2,586,837          | 3,220,533         | 80.3%         |
| 1988         | 2,401,809      | 2,398,543           | 2,636,370 | 2,639,636          | 3,197,663         | 82.5%         |
| 1989         | 63,661,099     | 2,636,370           | 2,627,866 | 63,652,595         | 75,981,872        | 83.8%         |
| 1990         | 5,934,004      | 2,627,866           | 2,605,320 | 5,911,458          | 7,394,307         | 79.9%         |
| 1991         | 26,176,771     | 2,605,320           | 2,362,420 | 25,933,871         | 18,395,560        | 141.0%        |
| 1992         | 18,948,586     | 2,362,420           | 2,521,020 | 19,107,185         | 15,919,656        | 120.0%        |
| 1993         | 14,845,301     | 2,521,020           | 3,144,172 | 15,468,453         | 13,403,143        | 115.4%        |
| 1994         | 11,766,295     | 3,144,172           | 2,804,507 | 11,426,630         | 11,801,612        | 96.8%         |
| 1995         | 9,029,106      | 2,804,507           | 3,702,681 | 9,927,280          | 10,238,961        | 97.0%         |
| 1996         | 9,027,225      | 3,702,681           | 3,556,484 | 8,881,028          | 8,826,513         | 100.6%        |
| 1997         | 8,883,719      | 3,556,484           | 3,493,405 | 8,820,640          | 7,085,072         | 124.5%        |
| 1998         | 7,022,733      | 3,493,405           | 3,254,314 | 6,783,643          | 6,178,046         | 109.8%        |
| 1999         | 6,825,613      | 3,254,314           | 2,995,581 | 6,566,880          | 5,692,394         | 115.4%        |
| 2000         | 7,354,781      | 2,995,581           | 2,364,722 | 6,723,922          | 5,328,989         | 126.2%        |
| 2001         | 7,573,738      | 2,364,722           | 1,770,595 | 6,979,611          | 4,958,799         | 140.8%        |
| 2002         | 6,796,526      | 1,770,595           | 1,974,054 | 6,999,985          | 4,409,511         | 158.7%        |
| 2003         | 4,702,384      | 1,974,054           | 1,539,745 | 4,268,075          | 3,678,187         | 116.0%        |
| 2004         | 4,721,733      | 1,539,745           | 1,298,356 | 4,480,344          | 3,202,645         | 139.9%        |
| 2005         | 4,362,086      | 1,298,356           | 978,926   | 4,042,656          | 2,815,063         | 143.6%        |
| 2006         | 3,365,154      | 978,926             | 810,946   | 3,197,173          | 2,601,144         | 122.9%        |
| 2007         | 3,303,876      | 810,946             | 758,869   | 3,251,799          | 2,391,278         | 136.0%        |
| 2008         | 2,119,890      | 758,869             | 632,001   | 1,993,022          | 2,127,444         | 93.7%         |
| 2009         | 1,762,760      | 632,001             | 437,942   | 1,568,701          | 1,918,548         | 81.8%         |
| 2Q 2010      | 994,897        | 437,942             | 509,442   | 1,066,397          | 925,337           | 115.2%        |
| Total        | 241,028,371    |                     |           | 270,516,402        | 272,496,156       | 99.3%         |
|              |                | Accumulated at 5.0% |           | 688,614,842        | 742,818,074       | 92.7%         |

**Central United Life Insurance Company (NAIC #61883)**

Actuarial Justification for Individual A&H Rate Increase  
Pool Group MMGR/OR

**9. Current Loss Ratio at 6/30/2010**

The current loss ratio is defined as the 2009 - 2Q 2010 historical incurred claims adjusted to current claims levels, divided by the 2009 - 2Q 2010 historical earned premium adjusted to current premium rate levels.

| Year    | Historical<br>Earned<br>Premium | Current<br>Rate Level<br>Factor* | Current<br>Earned<br>Premium | Historical<br>Incurred<br>Claims | Claim<br>Trend<br>Factor** | Current<br>Incurred<br>Claims | Current<br>Loss<br>Ratio |
|---------|---------------------------------|----------------------------------|------------------------------|----------------------------------|----------------------------|-------------------------------|--------------------------|
| 2009    | 1,918,548                       | 1.152                            | 2,210,777                    | 1,568,701                        | 1.179                      | 1,849,106                     | 83.6%                    |
| 2Q 2010 | 925,337                         | 1.000                            | 925,337                      | 1,066,397                        | 1.042                      | 1,111,154                     | 120.1%                   |
| Total   | 2,843,885                       |                                  | 3,136,114                    | 2,635,098                        |                            | 2,960,260                     | 94.4%                    |

\* Adjusts for average nationwide rate increases previously implemented.

\*\* Applies a 17.9% claim cost trend from the midpoint of the period to 6/30/2010.

**10. Projected Future Experience**

Future experience has been projected for 20 years using the current loss ratio at 6/30/2010, annualized premium inforce at 6/30/2010, and the rate increase and persistency assumptions, as follows:

| Year                  | Persistency<br>Factor* | Projected<br>Earned<br>Premium<br>w/out Increase | Current<br>Loss Ratio<br>Factor** | Projected<br>Incurred<br>Claims | Rate<br>Increase<br>Factor*** | Projected<br>Earned<br>Premium<br>with Increase | Projected<br>Loss<br>Ratio |
|-----------------------|------------------------|--|-----------------------------------|---------------------------------|-------------------------------|---|----------------------------|
| 6/30/2010 Values ---> |                        | 1,867,951  | 94.4%                             |                                 |                               |   |                            |
| Rest of 2010          | 0.946                  | 883,299  | 98.4%                             | 868,763                         | 1.000                         | 883,299   | 98.4%                      |
| 2011                  | 0.800                  | 1,494,361  | 111.3%                            | 1,662,705                       | 1.100                         | 1,643,797                                       | 101.2%                     |
| 2012                  | 0.640                  | 1,195,488  | 131.2%                            | 1,567,931                       | 1.265                         | 1,512,293                                       | 103.7%                     |
| 2013                  | 0.512                  | 956,391  | 154.6%                            | 1,478,559                       | 1.455                         | 1,391,309                                       | 106.3%                     |
| 2014                  | 0.410                  | 765,113  | 182.2%                            | 1,394,281                       | 1.673                         | 1,280,005                                       | 108.9%                     |
| 2015                  | 0.328                  | 612,090  | 214.8%                            | 1,314,807                       | 1.924                         | 1,177,604                                       | 111.7%                     |
| 2016                  | 0.262                  | 489,672  | 253.2%                            | 1,239,863                       | 2.212                         | 1,083,396                                       | 114.4%                     |
| 2017                  | 0.210                  | 391,738  | 298.5%                            | 1,169,191                       | 2.544                         | 996,724   | 117.3%                     |
| 2018                  | 0.168                  | 313,390  | 351.8%                            | 1,102,547                       | 2.926                         | 916,986   | 120.2%                     |
| 2019                  | 0.134                  | 250,712  | 414.7%                            | 1,039,702                       | 3.365                         | 843,627   | 123.2%                     |
| 2020                  | 0.107                  | 200,570  | 488.8%                            | 980,439                         | 3.870                         | 776,137   | 126.3%                     |
| 2021                  | 0.086                  | 160,456  | 576.2%                            | 924,554                         | 4.450                         | 714,046   | 129.5%                     |
| 2022                  | 0.069                  | 128,365  | 679.2%                            | 871,854                         | 5.118                         | 656,923   | 132.7%                     |
| 2023                  | 0.055                  | 102,692  | 800.6%                            | 822,158                         | 5.885                         | 604,369   | 136.0%                     |
| 2024                  | 0.044                  | 82,153   | 943.7%                            | 775,295                         | 6.768                         | 556,019   | 139.4%                     |
| 2025                  | 0.035                  | 65,723   | 1112.4%                           | 731,103                         | 7.783                         | 511,538   | 142.9%                     |
| 2026                  | 0.028                  | 52,578   | 1311.2%                           | 689,431                         | 8.951                         | 470,615   | 146.5%                     |
| 2027                  | 0.023                  | 42,063   | 1545.6%                           | 650,133                         | 10.293                        | 432,966   | 150.2%                     |
| 2028                  | 0.018                  | 33,650   | 1821.9%                           | 613,075                         | 11.837                        | 398,328   | 153.9%                     |
| 2029                  | 0.014                  | 26,920   | 2147.6%                           | 578,130                         | 13.613                        | 366,462   | 157.8%                     |
| Total                 |                        |  |                                   | 20,474,519                      |                               | 17,216,444                                      | 118.9%                     |
|                       |                        | Discounted at 5.0%                               |                                   | 14,381,220                      |                               | 12,490,875                                      | 115.1%                     |

\* Applies a 20.0% annual termination rate from 6/30/2010 to the midpoint of the period.

\*\* Applies the current loss ratio, projected using a 17.9% annual claim cost trend.

\*\*\* Applies a rate increase of 10.0% at 1/1/2011, and rate increases equal to 15.0% on each 1/1 thereafter.



**Central United Life Insurance Company (NAIC #61883)**

Actuarial Justification for Individual A&H Rate Increase

Pool Group MMGR/OR

**11. Lifetime Anticipated Loss Ratio**

The lifetime anticipated loss ratio is defined as the present value of the historical and projected future incurred claims divided by the present value of the historical and projected future earned premiums. Experience for the policy and all attached riders are used in the calculation of the lifetime loss ratio. Active life reserves are not included in these calculations. These values, previously calculated, are summarized as follows:

|                      | Present Values at 5.0% |                   |               |
|----------------------|------------------------|-------------------|---------------|
|                      | Incurred<br>Claims     | Earned<br>Premium | Loss<br>Ratio |
| Historical           | 688,614,842            | 742,818,074       | 92.7%         |
| Projected Future     | 14,381,220             | 12,490,875        | 115.1%        |
| Lifetime Anticipated | 702,996,063            | 755,308,948       | 93.1%         |

The above demonstrates that both the anticipated future loss ratio and the lifetime anticipated loss ratio are in compliance with minimum loss ratio requirements after implementation of the proposed rate increase.

**12. Actuarial Certification**

I, Ashlee M. Borcan, consulting actuary for Wakely Actuarial Services, Inc., am a member of the American Academy of Actuaries, and I meet the Qualification Standards of the American Academy of Actuaries to render this statement of Actuarial Opinion.

I hereby certify that, to the best of my knowledge and judgment, the entire rate filing was prepared based on the current standards of practice as promulgated by the Actuarial Standards Board including the data quality standard of practice; and that the benefits of the policy forms affected by the rate filing are reasonable in relation to the premiums charged. The assumptions present my best judgment as to the expected value for each assumption. In my opinion, the rates are not excessive, inadequate, or unfairly discriminatory.

Respectfully Submitted,



Ashlee M. Borcan, FSA, MAAA  
Consulting Actuary  
Wakely Actuarial Services, Inc.  
Palm Harbor, Florida

Attachments:

Exhibit A - Policy Forms in this State  
Exhibit B - Current and Proposed Premiums  
Exhibit C - State Rate Increase History

## **Exhibit A**

Policy Forms in the State of

California

| <b>Form List</b> |
|------------------|
| 0270             |
| 1206             |
| 1246             |
| 1247             |
| 7029             |
| 9208             |
| A6308            |
| A6308R           |
| GR-MH/MM85       |
| H2200            |
| HN200            |

## **Exhibit B**

### **Current and Proposed Premiums**

#### **Pool Group MMGR/OR Rate Sheet**

As of 06/30/10

| <b>Block</b> | <b>Forms</b> | <b>State</b> | <b>Policy</b> | <b>Annu Prem</b> | <b>Inc. %</b> | <b>Proposed Prem</b> |
|--------------|--------------|--------------|---------------|------------------|---------------|----------------------|
| 38           | GR-MH/MM85   | CA           | 85808234      | 2,825.16         | 10.0%         | 3,107.68             |
| 42           | 0270         | CA           | 9802700023419 | 1,900.92         | 10.0%         | 2,091.01             |
| 42           | 1206         | CA           | 9812060021074 | 1,093.79         | 10.0%         | 1,203.17             |
| 42           | 1246         | CA           | 9812460831910 | 1,484.16         | 10.0%         | 1,632.58             |
| 42           | 1247         | CA           | 9812470013491 | 3,778.76         | 10.0%         | 4,156.64             |
| 42           | 7029         | CA           | 9870290006244 | 392.53           | 10.0%         | 431.78               |
| 42           | 9208         | CA           | 9892080138615 | 694.20           | 10.0%         | 763.62               |
| 60           | HN200        | CA           | MMA930001     | 2,844.96         | 10.0%         | 3,129.46             |
| 60           | H2200        | CA           | MMA539145     | 1,575.35         | 10.0%         | 1,732.89             |
| 60           | H2200        | CA           | MMA670468     | 5,941.28         | 10.0%         | 6,535.41             |
| 60           | H2200        | CA           | MMA681295     | 2,787.17         | 10.0%         | 3,065.89             |
| 60           | H2200        | CA           | MMA690418     | 2,077.56         | 10.0%         | 2,285.32             |
| 60           | H2200        | CA           | MMA696235     | 5,343.96         | 10.0%         | 5,878.36             |
| 60           | H2200        | CA           | MMA707222     | 2,281.48         | 10.0%         | 2,509.63             |
| 113          | A6308        | CA           | 008198671     | 2,589.03         | 10.0%         | 2,847.93             |
| 113          | A6308        | CA           | 008224462     | 1,499.95         | 10.0%         | 1,649.95             |
| 113          | A6308R       | CA           | 008131673     | 922.00           | 10.0%         | 1,014.20             |
| 113          | A6308R       | CA           | 008133475     | 1,934.60         | 10.0%         | 2,128.06             |
| 113          | A6308R       | CA           | 008145288     | 4,347.84         | 10.0%         | 4,782.62             |
| 113          | A6308R       | CA           | 008145290     | 2,003.52         | 10.0%         | 2,203.87             |
| 113          | A6308R       | CA           | 008150735     | 2,810.03         | 10.0%         | 3,091.03             |
| 113          | A6308R       | CA           | 008156173     | 2,586.20         | 10.0%         | 2,844.82             |
| 113          | A6308R       | CA           | 008157726     | 3,894.72         | 10.0%         | 4,284.19             |
| 113          | A6308R       | CA           | 008157728     | 3,701.16         | 10.0%         | 4,071.28             |
| 113          | A6308R       | CA           | 008160022     | 2,690.40         | 10.0%         | 2,959.44             |
| 113          | A6308R       | CA           | 008160040     | 2,039.40         | 10.0%         | 2,243.34             |
| 113          | A6308R       | CA           | 008163677     | 2,511.42         | 10.0%         | 2,762.56             |
| 113          | A6308R       | CA           | 008166798     | 2,820.48         | 10.0%         | 3,102.53             |
| 113          | A6308R       | CA           | 008167522     | 2,750.62         | 10.0%         | 3,025.68             |
| 113          | A6308R       | CA           | 008169875     | 5,795.88         | 10.0%         | 6,375.47             |
| 113          | A6308R       | CA           | 008183514     | 4,162.83         | 10.0%         | 4,579.11             |
| 113          | A6308R       | CA           | 008186330     | 3,756.16         | 10.0%         | 4,131.78             |
| 113          | A6308R       | CA           | 008191559     | 1,905.24         | 10.0%         | 2,095.76             |
| 113          | A6308R       | CA           | 008192712     | 1,886.34         | 10.0%         | 2,074.97             |
| 113          | A6308R       | CA           | 008192933     | 2,826.68         | 10.0%         | 3,109.35             |
| 113          | A6308R       | CA           | 008194284     | 3,593.28         | 10.0%         | 3,952.61             |
| 113          | A6308R       | CA           | 008194385     | 3,350.61         | 10.0%         | 3,685.67             |
| 113          | A6308R       | CA           | 008196093     | 4,264.26         | 10.0%         | 4,690.69             |
| 113          | A6308R       | CA           | 008197656     | 2,436.81         | 10.0%         | 2,680.49             |
| 113          | A6308R       | CA           | 008197820     | 3,846.64         | 10.0%         | 4,231.30             |

## **Exhibit B**

### **Current and Proposed Premiums**

#### **Pool Group MMGR/OR Rate Sheet**

As of 06/30/10

| <b>Block</b>         | <b>Forms</b> | <b>State</b> | <b>Policy</b> | <b>Annu Prem</b> | <b>Inc. %</b> | <b>Proposed Prem</b> |
|----------------------|--------------|--------------|---------------|------------------|---------------|----------------------|
| 113                  | A6308R       | CA           | 008202091     | 3,708.48         | 10.0%         | 4,079.33             |
| 113                  | A6308R       | CA           | 008203602     | 2,898.00         | 10.0%         | 3,187.80             |
| 113                  | A6308R       | CA           | 008207388     | 2,734.06         | 10.0%         | 3,007.47             |
| 113                  | A6308R       | CA           | 008218152     | 2,064.24         | 10.0%         | 2,270.66             |
| 113                  | A6308R       | CA           | 008219376     | 2,146.06         | 10.0%         | 2,360.67             |
| 113                  | A6308R       | CA           | 008219745     | 2,714.24         | 10.0%         | 2,985.66             |
| 113                  | A6308R       | CA           | 008219927     | 2,733.04         | 10.0%         | 3,006.34             |
| 113                  | A6308R       | CA           | 008219966     | 2,022.48         | 10.0%         | 2,224.73             |
| 113                  | A6308R       | CA           | 008223818     | 2,176.12         | 10.0%         | 2,393.73             |
| 113                  | A6308R       | CA           | 008231023     | 2,504.41         | 10.0%         | 2,754.85             |
| 113                  | A6308R       | CA           | 008231325     | 5,076.59         | 10.0%         | 5,584.25             |
| 113                  | A6308R       | CA           | 008231624     | 3,731.23         | 10.0%         | 4,104.35             |
| 113                  | A6308R       | CA           | 008231834     | 1,788.64         | 10.0%         | 1,967.50             |
| 113                  | A6308R       | CA           | 008235173     | 4,220.52         | 10.0%         | 4,642.57             |
| 113                  | A6308R       | CA           | 008237535     | 2,969.86         | 10.0%         | 3,266.85             |
| 113                  | A6308R       | CA           | 008239479     | 5,137.44         | 10.0%         | 5,651.18             |
| 113                  | A6308R       | CA           | 008239670     | 5,914.08         | 10.0%         | 6,505.49             |
| 113                  | A6308R       | CA           | 008241507     | 1,714.11         | 10.0%         | 1,885.52             |
| <b>State</b>         |              | <b>CA</b>    | <b>58</b>     | <b>168,201</b>   | <b>10.0%</b>  | <b>185,021</b>       |
| <b>Avg. Prem</b>     |              |              |               | <b>2,900</b>     |               | <b>3,190</b>         |
| <b>United States</b> |              |              | <b>581</b>    | <b>1,867,951</b> | <b>10.0%</b>  | <b>2,054,746</b>     |
| <b>Avg. Prem</b>     |              |              |               | <b>3,215</b>     |               | <b>3,537</b>         |

## **Exhibit C**

### **Rate Increase History for California MMGROR Policies Only**

#### **Implemented Dates of all Past Rate Increases and Percentages:**

| <b>%</b> | <b>Imp. Date</b> |
|----------|------------------|
| 5%       | 03/01/2009       |
| 10%      | 01/01/2008       |
| 20%      | 09/01/2006       |
| 20%      | 03/01/2005       |
| 25%      | 02/01/2004       |
| 25%      | 09/01/2002       |
| 25%      | 03/01/2001       |
| 25%      | 05/01/1999       |
| 30%      | 02/01/1998       |
| 30%      | 11/07/1997       |

**Life, Accident & Health, Annuity, Credit Transmittal Document**

|    |                           |            |
|----|---------------------------|------------|
| 1. | Prepared for the State of | California |
|----|---------------------------|------------|

|    |                     |
|----|---------------------|
| 2. | Department Use Only |
|    | State Tracking ID   |

| 3. | Insurer Name & Address  | Domicile | Insurer License Type | NAIC Group # | NAIC # | FEIN #     | State # |
|----|---|----------|----------------------|--------------|--------|------------|---------|
|    | Central United Life Insurance Co.<br>2727 Allen Parkway,<br>Wortham Tower Ste. 500<br>Houston, TX 77019 | AR       | Life & Health        | 117          | 61883  | 42-0884060 |         |

| 4. | Contact Name & Address    | Telephone #  | Fax #        | E-mail Address        |
|----|---------------------------|--------------|--------------|-----------------------|
|    | Cindy Hu<br>Same as above | 713 821 6450 | 713-529-9425 | chu@manhattanlife.com |

|    |                       |  |
|----|-----------------------|--|
| 5. | Requested Filing Mode | <input type="checkbox"/> Review & Approval <input checked="" type="checkbox"/> File & Use <input type="checkbox"/> Informational<br><input type="checkbox"/> Combination (please explain): _____<br><input type="checkbox"/> Other (please explain): _____ |
|----|-----------------------|--|

|    |                         |                |
|----|-------------------------|----------------|
| 6. | Company Tracking Number | CA_MMGROR_2010 |
|----|-------------------------|----------------|

|    |   |
|----|---|
| 7. | <input checked="" type="checkbox"/> New Submission <input type="checkbox"/> Resubmission      Previous file # _____ |
|----|---|


|    |        |   |
|----|--------|---|
| 8. | Market | <input checked="" type="checkbox"/> Individual <input type="checkbox"/> Franchise   |
|    |        | Group <div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Small<br/> <input type="checkbox"/> Employer<br/> <input type="checkbox"/> Discretionary<br/> <input type="checkbox"/> Other: _____         </div> <div> <input type="checkbox"/> Large<br/> <input type="checkbox"/> Association<br/> <input type="checkbox"/> Trust         </div> <div> <input type="checkbox"/> Small and Large<br/> <input type="checkbox"/> Blanket         </div> </div> |

|    |                         |   |
|----|-------------------------|---|
| 9. | Type of Insurance (TOI) | H15I Individual Health – Major Medical Expenses |
|----|-------------------------|---|

|     |                                 |   |
|-----|---------------------------------|---|
| 10. | Sub-Type of Insurance (Sub-TOI) | H16I.005C Individual – Major Medical Expenses |
|-----|---------------------------------|---|

|  |                     |   |
|--|---------------------|---|
| 11.  | Submitted Documents | <input type="checkbox"/> <b>FORMS</b><br><input type="checkbox"/> Policy <input type="checkbox"/> Outline of Coverage <input type="checkbox"/> Certificate<br><input type="checkbox"/> Application/Enrollment <input type="checkbox"/> Rider/Endorsement <input type="checkbox"/> Advertising<br><input type="checkbox"/> Schedule of Benefits <input type="checkbox"/> Other |
|  |                     | <b>Rates</b><br><input checked="" type="checkbox"/> New Rate <input type="checkbox"/> Revised Rate  |
|  |                     | <input type="checkbox"/> <b>FILING OTHER THAN FORM OR RATE:</b><br>Please explain: _____  |
| <b>SUPPORTING DOCUMENTATION</b><br><div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Articles of Incorporation<br/> <input type="checkbox"/> Association Bylaws<br/> <input type="checkbox"/> Statement of Variability<br/> <input checked="" type="checkbox"/> Actuarial Memorandum<br/> <input type="checkbox"/> Other _____         </div> <div> <input type="checkbox"/> Third Party Authorization<br/> <input type="checkbox"/> Trust Agreements<br/> <input type="checkbox"/> Certifications         </div> </div> |                     |   |

|     |   |  |                    |
|-----|---|--|--------------------|
| 12. | <b>Filing Submission Date</b>   | <u>August 17, 2010</u>   |                    |
| 13  | <b>Filing Fee<br/>(If required)</b>   | Amount _____   | Check Date _____   |
|     |   | Retaliatory <input type="checkbox"/> Yes <input type="checkbox"/> No | Check Number _____ |
| 14. | <b>Date of Domiciliary Approval</b>   |  |                    |
| 15. | <b>Filing Description:</b>  |  |                    |
|     | <p><b>Re: NAIC # 61883 Central United Life Insurance</b><br/> <b>Rate Increase: Major Medical Pool Group</b></p> <p>An actuarial study of our business in this line has revealed that our current rates are inadequate to support our experience. We have included the required Actuarial Memorandum detailing the actuarial analysis of our experience.</p> <p>The Company is requesting a 10% rate increase. The increase will be applied uniformly to all policyholders within the state.</p> <p>We appreciate the Department's time and consideration in the review of this filing.</p> |  |                    |

|   |                                    |  |
|---|------------------------------------|--|
| 16.   | <b>Certification (If required)</b> |  |
| <p><b>I HEREBY CERTIFY</b> that I have reviewed the applicable filing requirements for this filing, and the filing complies with all applicable statutory and regulatory provisions for the state of <u>California</u>.</p> |                                    |  |
| Print Name <u>Bin Hu</u>  |                                    | Title <u>Manager of Actuary and Statistics</u> |
| Signature    |                                    | Date: <u>August 17, 2010</u>                   |

|   |                               |
|---|-------------------------------|
| <b>17.</b>  | <b>Form Filing Attachment</b> |
| <b>This filing transmittal is part of company tracking number</b>     |                               |
| <b>This filing corresponds to rate filing company tracking number</b> |                               |

|    | <b>Document Name</b> | <b>Form Number</b> |  | <b>Replaced Form Number</b>         |
|----|----------------------|--------------------|--|-------------------------------------|
|    | <b>Description</b>   |                    |  | <b>Previous State Filing Number</b> |
| 01 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 02 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 03 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 04 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 05 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 06 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 07 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 08 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 09 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |
| 10 |                      |                    | <input type="checkbox"/> Initial<br><input type="checkbox"/> Revised<br><input type="checkbox"/> Other _____ |                                     |
|    |                      |                    |  |                                     |

LH FFA-1



|   |                               |                              |  |                                     |
|---|-------------------------------|------------------------------|--|-------------------------------------|
| <b>18.</b>  | <b>Rate Filing Attachment</b> |                              |  |                                     |
| <b>This filing transmittal is part of company tracking number</b>     |                               |                              | <u>CA_MMGROR_2010</u>                                      |                                     |
| <b>This filing corresponds to form filing company tracking number</b> |                               |                              |  |                                     |
| <b>Overall percentage rate indication (when applicable)</b>           |                               |                              |  |                                     |
| <b>Overall percentage rate impact for this filing</b>                 |                               |                              | <b>10%</b>   |                                     |
|   | <b>Document Name</b>          | <b>Affected Form Numbers</b> |  | <b>Previous State Filing Number</b> |
|   | <b>Description</b>            |                              |  |                                     |
| 01  | MMGROR Pool Group             | 0270                         | <input type="checkbox"/> New                               |                                     |
|   |                               | 1206                         | <input type="checkbox"/> Revised                           |                                     |
|   |                               | 1246                         | Request + <u>10</u> % - <u>    </u> %                      |                                     |
|   | Major Medical Expenses        | 1247                         | <input type="checkbox"/> Other <u>                    </u> |                                     |
|   |                               | 7029                         |  |                                     |
| 02  | Major Medical Expenses        | 9208                         | <input type="checkbox"/> New                               |                                     |
|   |                               | A6308                        | <input type="checkbox"/> Revised                           |                                     |
|   |                               | A6308R                       | Request + <u>10</u> % - <u>    </u> %                      |                                     |
|   |                               | GR-MH/MM85                   | <input type="checkbox"/> Other <u>                    </u> |                                     |
|   |                               | H2200                        |  |                                     |
|   |                               | HN200                        |  |                                     |
| 03  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 04  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 05  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 06  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 07  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 08  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 09  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |
| 10  |                               |                              | <input type="checkbox"/> New                               |                                     |
|   |                               |                              | <input type="checkbox"/> Revised                           |                                     |
|   |                               |                              | Request + <u>    </u> % - <u>    </u> %                    |                                     |
|   |                               |                              | <input type="checkbox"/> Other <u>                    </u> |                                     |

LH RFA-1

# CALIFORNIA DOCUMENT SUBMISSION FORMSET

**Reset Form**

|  |                                    |                         |                   |                                    |
|--|------------------------------------|-------------------------|-------------------|------------------------------------|
| <b>California Insurer Number:</b> 2292-1<br>(NOT NAIC Number)  |                                    | FOR DEPARTMENT USE ONLY |                   |                                    |
| <b>Official Insurer Name:</b><br>Central United Life Insurance Company   |                                    | Our File #              | Fee Code:         |                                    |
| <b>Submitter and Complete Mailing Address:</b><br>Cindy Hu, 2727 Allen Parkway, Wortham<br>Tower Ste. 500, Houston TX 77019  |                                    | Reviewer:               |                   |                                    |
| <b>Submission Date:</b> August 08, 2010  |                                    | Dept Action Date:       |                   |                                    |
|  |                                    |                         |                   |                                    |
| <b>Document Form Number</b>  | <b>Doc Type</b><br>("Policy," etc) | Document Coverage       | Department Action | Fee                                |
| 1 0270,1206,1246   | Rate                               |                         |                   |                                    |
| 2 1247,7029,9208   | Rate                               |                         |                   |                                    |
| 3 A6308,A6308R   | Rate                               |                         |                   |                                    |
| 4 GR-MH/MM85   | Rate                               |                         |                   |                                    |
| 5 H2200,HN200  | Rate                               |                         |                   |                                    |
| 6  |                                    |                         |                   |                                    |
| 7  |                                    |                         |                   |                                    |
| 8  |                                    |                         |                   |                                    |
| 9  |                                    |                         |                   |                                    |
| 10   |                                    |                         |                   |                                    |
| 11   |                                    |                         |                   |                                    |
| 12   |                                    |                         |                   |                                    |
| 13   |                                    |                         |                   |                                    |
| 14   |                                    |                         |                   |                                    |
| 15   |                                    |                         |                   |                                    |
| 16   |                                    |                         |                   |                                    |
| INSTRUCTIONS: Complete the part of the form to the left of the double vertical line. Enter one document to a numbered line. Use additional formsets if necessary. Be accurate - the copy of this form that we return to you will be your only record of our action on your submission.<br><b>THIS IS NOT A BILL - DO NOT PAY. YOU WILL RECEIVE A SEPARATE FILING FEE INVOICE SHORTLY; REMIT FEES ONLY WITH THAT INVOICE.</b> |                                    |                         |                   | Total \$<br><br>Cont'd on __ pages |

DSF 1.35

#514705v1

## HEALTH RATE FILING - SUPPLEMENTAL CHECKLIST

| 1          | Company Name :   | CENTRAL UNITED LIFE INSURANCE COMPANY  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
|------------|--|--|------|--------------------|------------|-----|------------|-----|------------|-----|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|
| 2          | Company NAIC Number:   | 61883  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 4          | Policy Approval Bureau File Number:  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 3          | Policy Form Number/Identifier:   | 0270, 1206, 1236, 1246, 1247, 7029, 9208, A6308, A6308R, A6308RCAL, GR-MH/MM85, H2200, H3905, HN200 & MM2422   |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 4          | Policy Form Description  | Major Medical Expense  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 5          | Rate Increases that is being requested ( % ) :   | 10.00%   |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 6          | Date when the application for Rate increase was mailed to the Cal. Dept. of Ins.:  | August 20, 2010  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 7          | Date when the company plans to implement the proposed rate increase:   | January 1, 2010  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 8          | Date when the policy was first issued:   | Late 1961  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 9          | Is this block of business open or closed?  | Closed   |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 10         | If the block of business closed, state the date when the last policy was issued.   | Middle 2000  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 11         | Policyholder counts, the latest statistics available:  | As of [Date] Policyholder Count  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
|            | California :   | June 30, 2010 58   |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
|            | Nationwide :   | June 30, 2010 581  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12         | Policyholder counts, as of 12/31/xx, for the most recent ten years, or since the policy was first issued:                                    |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
|            | California :   | <table border="1"> <thead> <tr> <th>Year</th> <th>Policyholder Count</th> </tr> </thead> <tbody> <tr><td>12/31/2009</td><td>59</td></tr> <tr><td>12/31/2008</td><td>72</td></tr> <tr><td>12/31/2007</td><td>85</td></tr> <tr><td>12/31/2006</td><td>99</td></tr> <tr><td>12/31/2005</td><td>123</td></tr> <tr><td>12/31/2004</td><td>148</td></tr> <tr><td>12/31/2003</td><td>173</td></tr> <tr><td>12/31/2002</td><td>202</td></tr> <tr><td>12/31/2001</td><td>231</td></tr> <tr><td>12/31/2000</td><td>269</td></tr> <tr><td>12/31/1999</td><td>307</td></tr> <tr><td>12/31/1998</td><td>357</td></tr> </tbody> </table>                       | Year | Policyholder Count | 12/31/2009 | 59  | 12/31/2008 | 72  | 12/31/2007 | 85  | 12/31/2006 | 99    | 12/31/2005 | 123   | 12/31/2004 | 148   | 12/31/2003 | 173   | 12/31/2002 | 202   | 12/31/2001 | 231   | 12/31/2000 | 269   | 12/31/1999 | 307   | 12/31/1998 | 357   |
| Year       | Policyholder Count   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2009 | 59   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2008 | 72   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2007 | 85   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2006 | 99   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2005 | 123  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2004 | 148  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2003 | 173  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2002 | 202  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2001 | 231  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2000 | 269  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/1999 | 307  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/1998 | 357  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
|            | Nationwide :   | <table border="1"> <thead> <tr> <th>Year</th> <th>Policyholder Count</th> </tr> </thead> <tbody> <tr><td>12/31/2009</td><td>619</td></tr> <tr><td>12/31/2008</td><td>734</td></tr> <tr><td>12/31/2007</td><td>874</td></tr> <tr><td>12/31/2006</td><td>1,035</td></tr> <tr><td>12/31/2005</td><td>1,209</td></tr> <tr><td>12/31/2004</td><td>1,452</td></tr> <tr><td>12/31/2003</td><td>1,643</td></tr> <tr><td>12/31/2002</td><td>1,887</td></tr> <tr><td>12/31/2001</td><td>2,180</td></tr> <tr><td>12/31/2000</td><td>2,518</td></tr> <tr><td>12/31/1999</td><td>2,869</td></tr> <tr><td>12/31/1998</td><td>3,313</td></tr> </tbody> </table> | Year | Policyholder Count | 12/31/2009 | 619 | 12/31/2008 | 734 | 12/31/2007 | 874 | 12/31/2006 | 1,035 | 12/31/2005 | 1,209 | 12/31/2004 | 1,452 | 12/31/2003 | 1,643 | 12/31/2002 | 1,887 | 12/31/2001 | 2,180 | 12/31/2000 | 2,518 | 12/31/1999 | 2,869 | 12/31/1998 | 3,313 |
| Year       | Policyholder Count   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2009 | 619  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2008 | 734  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2007 | 874  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2006 | 1,035  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2005 | 1,209  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2004 | 1,452  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2003 | 1,643  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2002 | 1,887  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2001 | 2,180  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2000 | 2,518  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/1999 | 2,869  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/1998 | 3,313  |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 13         | Average Duration , in years, of the block of business, as of 12/31/xxxx, for the most recent ten years, or since the policy was first issued |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
|            | California :   | <table border="1"> <thead> <tr> <th>Year</th> <th>Average Duration</th> </tr> </thead> <tbody> <tr><td>12/31/2009</td><td>35</td></tr> <tr><td>12/31/2008</td><td>34</td></tr> <tr><td>12/31/2007</td><td>33</td></tr> <tr><td>12/31/2006</td><td>32</td></tr> <tr><td>12/31/2005</td><td>30</td></tr> <tr><td>12/31/2004</td><td>30</td></tr> <tr><td>12/31/2003</td><td>29</td></tr> <tr><td>12/31/2002</td><td>26</td></tr> <tr><td>12/31/2001</td><td>24</td></tr> <tr><td>12/31/2000</td><td>23</td></tr> <tr><td>12/31/1999</td><td>23</td></tr> <tr><td>12/31/1998</td><td>24</td></tr> </tbody> </table>                                 | Year | Average Duration   | 12/31/2009 | 35  | 12/31/2008 | 34  | 12/31/2007 | 33  | 12/31/2006 | 32    | 12/31/2005 | 30    | 12/31/2004 | 30    | 12/31/2003 | 29    | 12/31/2002 | 26    | 12/31/2001 | 24    | 12/31/2000 | 23    | 12/31/1999 | 23    | 12/31/1998 | 24    |
| Year       | Average Duration   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2009 | 35   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2008 | 34   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2007 | 33   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2006 | 32   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2005 | 30   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2004 | 30   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2003 | 29   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2002 | 26   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2001 | 24   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/2000 | 23   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/1999 | 23   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |
| 12/31/1998 | 24   |  |      |                    |            |     |            |     |            |     |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |            |       |

## HEALTH RATE FILING - SUPPLEMENTAL CHECKLIST

Nationwide :

| Year       | Average Duration |
|------------|------------------|
| 12/31/2009 | 28               |
| 12/31/2008 | 28               |
| 12/31/2007 | 27               |
| 12/31/2006 | 27               |
| 12/31/2005 | 26               |
| 12/31/2004 | 25               |
| 12/31/2003 | 24               |
| 12/31/2002 | 23               |
| 12/31/2001 | 23               |
| 12/31/2000 | 22               |
| 12/31/1999 | 20               |
| 12/31/1998 | 21               |

14 Realized Historical Loss Ratio, by Issue Year and duration, excluding Active Lives Reserves :

| Issue Year | Duration | Realized Loss Ratio |
|------------|----------|---------------------|
| 2009       | 1 Year   | N/A                 |
|            | 2 Year   | N/A                 |
|            | 3 Year   | N/A                 |
|            | 4 Year   | N/A                 |
|            | 5 Year   | N/A                 |
|            | 6 Year   | N/A                 |
|            | 7 Year   | N/A                 |
|            | 8 Year   | N/A                 |
|            | 9 Year   | N/A                 |
|            | 10 Year  | N/A                 |
| 2008       | 1 Year   | N/A                 |
|            | 2 Year   | N/A                 |
|            | 3 Year   | N/A                 |
|            | 4 Year   | N/A                 |
|            | 5 Year   | N/A                 |
|            | 6 Year   | N/A                 |
|            | 7 Year   | N/A                 |
|            | 8 Year   | N/A                 |
|            | 9 Year   | N/A                 |
|            | 10 Year  | N/A                 |
| 2007       | 1 Year   | N/A                 |
|            | 2 Year   | N/A                 |
|            | 3 Year   | N/A                 |
|            | 4 Year   | N/A                 |
|            | 5 Year   | N/A                 |
|            | 6 Year   | N/A                 |
|            | 7 Year   | N/A                 |
|            | 8 Year   | N/A                 |
|            | 9 Year   | N/A                 |
|            | 10 Year  | N/A                 |
| .....      | .....    | N/A                 |
| 1998       | 1 Year   | N/A                 |
|            | 2 Year   | N/A                 |
|            | 3 Year   | N/A                 |
|            | 4 Year   | N/A                 |
|            | 5 Year   | N/A                 |
|            | 6 Year   | N/A                 |
|            | 7 Year   | N/A                 |
|            | 8 Year   | N/A                 |
|            | 9 Year   | N/A                 |
|            | 10 Year  | N/A                 |

## HEALTH RATE FILING - SUPPLEMENTAL CHECKLIST

| 15       | <b>Total Realized Historical Loss Ratio for all durations and excluding changes in Active Lives Reserves</b>                          |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|----------|---|---|----------|------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|------|--------|------|--------|
|          | California :  | <table border="1"> <thead> <tr> <th>Year</th> <th>Realized Loss Ratio</th> </tr> </thead> <tbody> <tr><td>2009</td><td>30.8%</td></tr> <tr><td>2008</td><td>37.4%</td></tr> <tr><td>2007</td><td>57.2%</td></tr> <tr><td>2006</td><td>51.7%</td></tr> <tr><td>2005</td><td>65.2%</td></tr> <tr><td>2004</td><td>74.5%</td></tr> <tr><td>2003</td><td>73.9%</td></tr> <tr><td>2002</td><td>N/A</td></tr> <tr><td>2001</td><td>N/A</td></tr> <tr><td>2000</td><td>N/A</td></tr> <tr><td>1999</td><td>N/A</td></tr> <tr><td>1998</td><td>N/A</td></tr> </tbody> </table>                     | Year     | Realized Loss Ratio    | 2009   | 30.8%  | 2008   | 37.4%  | 2007   | 57.2%  | 2006   | 51.7%  | 2005   | 65.2%  | 2004   | 74.5%  | 2003   | 73.9%  | 2002   | N/A    | 2001   | N/A    | 2000    | N/A    | 1999 | N/A    | 1998 | N/A    |
| Year     | Realized Loss Ratio   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2009     | 30.8%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2008     | 37.4%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2007     | 57.2%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2006     | 51.7%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2005     | 65.2%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2004     | 74.5%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2003     | 73.9%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2002     | N/A   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2001     | N/A   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2000     | N/A   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 1999     | N/A   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 1998     | N/A   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | Nationwide :  | <table border="1"> <thead> <tr> <th>Year</th> <th>Realized Loss Ratio</th> </tr> </thead> <tbody> <tr><td>2009</td><td>81.8%</td></tr> <tr><td>2008</td><td>93.7%</td></tr> <tr><td>2007</td><td>136.0%</td></tr> <tr><td>2006</td><td>122.9%</td></tr> <tr><td>2005</td><td>143.6%</td></tr> <tr><td>2004</td><td>139.9%</td></tr> <tr><td>2003</td><td>116.0%</td></tr> <tr><td>2002</td><td>158.7%</td></tr> <tr><td>2001</td><td>140.8%</td></tr> <tr><td>2000</td><td>126.2%</td></tr> <tr><td>1999</td><td>115.4%</td></tr> <tr><td>1998</td><td>109.8%</td></tr> </tbody> </table> | Year     | Realized Loss Ratio    | 2009   | 81.8%  | 2008   | 93.7%  | 2007   | 136.0% | 2006   | 122.9% | 2005   | 143.6% | 2004   | 139.9% | 2003   | 116.0% | 2002   | 158.7% | 2001   | 140.8% | 2000    | 126.2% | 1999 | 115.4% | 1998 | 109.8% |
| Year     | Realized Loss Ratio   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2009     | 81.8%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2008     | 93.7%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2007     | 136.0%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2006     | 122.9%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2005     | 143.6%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2004     | 139.9%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2003     | 116.0%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2002     | 158.7%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2001     | 140.8%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2000     | 126.2%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 1999     | 115.4%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 1998     | 109.8%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 16       | <b>Anticipated Future Loss Ratio, by duration, excluding Active Lives Reserves, of the block of business, for the next ten years:</b> |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | California :  | <table border="1"> <thead> <tr> <th>Duration</th> <th>Anticipated Loss Ratio</th> </tr> </thead> <tbody> <tr><td>1 Year</td><td>50.1%</td></tr> <tr><td>2 Year</td><td>51.4%</td></tr> <tr><td>3 Year</td><td>52.6%</td></tr> <tr><td>4 Year</td><td>54.0%</td></tr> <tr><td>5 Year</td><td>55.3%</td></tr> <tr><td>6 Year</td><td>56.7%</td></tr> <tr><td>7 Year</td><td>58.1%</td></tr> <tr><td>8 Year</td><td>59.6%</td></tr> <tr><td>9 Year</td><td>61.1%</td></tr> <tr><td>10 Year</td><td>62.6%</td></tr> </tbody> </table>   | Duration | Anticipated Loss Ratio | 1 Year | 50.1%  | 2 Year | 51.4%  | 3 Year | 52.6%  | 4 Year | 54.0%  | 5 Year | 55.3%  | 6 Year | 56.7%  | 7 Year | 58.1%  | 8 Year | 59.6%  | 9 Year | 61.1%  | 10 Year | 62.6%  |      |        |      |        |
| Duration | Anticipated Loss Ratio  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 1 Year   | 50.1%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2 Year   | 51.4%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 3 Year   | 52.6%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 4 Year   | 54.0%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 5 Year   | 55.3%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 6 Year   | 56.7%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 7 Year   | 58.1%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 8 Year   | 59.6%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 9 Year   | 61.1%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 10 Year  | 62.6%   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | Nationwide :  | <table border="1"> <thead> <tr> <th>Duration</th> <th>Anticipated Loss Ratio</th> </tr> </thead> <tbody> <tr><td>1 Year</td><td>104.7%</td></tr> <tr><td>2 Year</td><td>107.3%</td></tr> <tr><td>3 Year</td><td>110.0%</td></tr> <tr><td>4 Year</td><td>112.7%</td></tr> <tr><td>5 Year</td><td>115.5%</td></tr> <tr><td>6 Year</td><td>118.4%</td></tr> <tr><td>7 Year</td><td>121.4%</td></tr> <tr><td>8 Year</td><td>124.4%</td></tr> <tr><td>9 Year</td><td>127.5%</td></tr> <tr><td>10 Year</td><td>130.7%</td></tr> </tbody> </table>   | Duration | Anticipated Loss Ratio | 1 Year | 104.7% | 2 Year | 107.3% | 3 Year | 110.0% | 4 Year | 112.7% | 5 Year | 115.5% | 6 Year | 118.4% | 7 Year | 121.4% | 8 Year | 124.4% | 9 Year | 127.5% | 10 Year | 130.7% |      |        |      |        |
| Duration | Anticipated Loss Ratio  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 1 Year   | 104.7%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 2 Year   | 107.3%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 3 Year   | 110.0%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 4 Year   | 112.7%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 5 Year   | 115.5%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 6 Year   | 118.4%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 7 Year   | 121.4%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 8 Year   | 124.4%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 9 Year   | 127.5%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 10 Year  | 130.7%  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 17       | <b>Realized (Accumulated) Historical Loss Ratio for this block of business</b>  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | California:   | N/A   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | Nationwide:   | 92.7%   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 18       | <b>Anticipated (Discounted) Future Loss Ratio for this block of business</b>  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | California:   | 58.7%   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | Nationwide:   | 122.6%  |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 19       | <b>Anticipated Lifetime Loss Ratio for this block of business</b>   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | California:   | N/A   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          | Nationwide:   | 93.6%   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 20       | <b>The date when the last rate increase in California was implemented</b>   |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          |   | March 1, 2009   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
| 21       | <b>The amount (%) of the last rate increase implemented in California:</b>  |   |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |
|          |   | 5.0%  |          |                        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |         |        |      |        |      |        |

# HEALTH RATE FILING - SUPPLEMENTAL CHECKLIST

|    |   |      |               |
|----|---|------|---------------|
| 22 | List the rate increases implemented in California each year, over the previous ten years, or since the year when the product was first marketed if the product has been marketed for less than ten years: | Year | Rate Change % |
|    |   | 2009 | 5.0%          |
|    |   | 2008 |               |
|    |   | 2007 | 10.0%         |
|    |   | 2006 | 20.0%         |
|    |   | 2005 | 20.0%         |
|    |   | 2004 | 25.0%         |
|    |   | 2003 |               |
|    |   | 2002 | 25.0%         |
|    |   | 2001 | 25.0%         |
|    |   | 2000 |               |
|    |   | 1999 | 25.0%         |
|    |   | 1998 | 30.0%         |

|    |   |      |               |
|----|---|------|---------------|
| 23 | List the weighted average of rate increases implemented nationwide over the previous ten years, or since the date when the product was first marketed if the product has been marketed for less than ten years [Earned premium dollars in each state should be used as weights] : | Year | Rate Change % |
|    |   | 2009 | 18.5%         |
|    |   | 2008 | 19.9%         |
|    |   | 2007 | 25.7%         |
|    |   | 2006 | 5.8%          |
|    |   | 2005 | 26.0%         |
|    |   | 2004 | 4.2%          |
|    |   | 2003 | 18.9%         |
|    |   | 2002 | 25.1%         |
|    |   | 2001 | 20.6%         |
|    |   | 2000 | 11.4%         |
|    |   | 1999 | 15.4%         |
|    |   | 1998 | 11.5%         |

|    |  |      |            |
|----|--|------|------------|
| 24 | Annual lapse rate for the past ten years – percentage of policyholders as of 1/1/xxxx that had lapsed by 12/31 of the same year: | Year | Lapse Rate |
|    | California :   | 2009 | 18.1%      |
|    |  | 2008 | 15.3%      |
|    |  | 2007 | 14.1%      |
|    |  | 2006 | 19.5%      |
|    |  | 2005 | 16.9%      |
|    |  | 2004 | 14.5%      |
|    |  | 2003 | 14.4%      |
|    |  | 2002 | 12.6%      |
|    |  | 2001 | 14.0%      |
|    |  | 2000 | 12.5%      |
|    |  | 1999 | 13.8%      |
|    |  | 1998 |            |

Nationwide :

|      |            |
|------|------------|
| Year | Lapse Rate |
| 2009 | 15.7%      |
| 2008 | 16.0%      |
| 2007 | 15.6%      |
| 2006 | 14.4%      |
| 2005 | 16.7%      |
| 2004 | 11.6%      |
| 2003 | 12.9%      |
| 2002 | 13.4%      |
| 2001 | 13.4%      |
| 2000 | 12.2%      |
| 1999 | 13.4%      |
| 1998 |            |

**HEALTH RATE FILING - SUPPLEMENTAL CHECKLIST**

|              |   |  |                |
|--------------|---|--|----------------|
| 25           | The main justifications for rate increase request (check box(es) that applies and in the box next to it enter percentage share of total): |  |                |
|              | Inflation,  |  | 25.0%          |
|              | utilization increases,  |  | 25.0%          |
|              | changing technology/application of newer forms of treatment   |  | 25.0%          |
|              | revision of geographic factors that are not revenue neutral   |  | 0.0%           |
|              | changing competitive environment  |  | 0.0%           |
|              | revision of original assumptions used for development of rates  |  | 0.0%           |
|              | adverse – actuarially credible - experience   |  | 25.0%          |
|              | Others, please explain below.   |  |                |
|              | Explanation of "other" factors:   |  |                |
| <b>Total</b> |   |  | <b>100.00%</b> |

|    |  |       |  |                         |                        |         |
|----|--|-------|--|-------------------------|------------------------|---------|
| 26 | The amount of rate increases applied for, cocurrently with the present rate increase, in other states, and whether the rate increases have been approved/ authorized/ acknowledged, or pending approval/authorization/acknowledgement: |       |  |                         |                        |         |
|    |  | State | Annual premium Earnings<br>(realized or anticipated) | Rate Increase requested | Rate Increase approved | Pending |
|    | 1  | AK    | 64   | 30.0%                   |                        | X       |
|    | 2  | AL    | 10,237   | 30.0%                   |                        | X       |
|    | 3  | AR    | 5,308  | 30.0%                   |                        | X       |
|    | 4  | AZ    | 5,276  | 30.0%                   |                        | X       |
|    | 5  | CA    | 168,201  | 10.0%                   |                        | X       |
|    | 6  | CO    | 8,344  | 30.0%                   |                        | X       |
|    | 7  | CT    | 32,982   | 30.0%                   |                        | X       |
|    | 8  | DC    | 3,229  | 30.0%                   |                        | X       |
|    | 9  | DE    | 3,272  | 30.0%                   |                        | X       |
|    | 10   | FL    | 178,930  | 12.0%                   |                        | X       |
|    | 11   | GA    | 283,470  | 30.0%                   |                        | X       |
|    | 12   | IA    | 11,999   | 30.0%                   |                        | X       |
|    | 13   | ID    | 7,534  | 30.0%                   |                        | X       |
|    | 14   | IL    | 62,303   | 30.0%                   |                        | X       |
|    | 15   | IN    | 44,108   | 30.0%                   |                        | X       |
|    | 16   | KS    | 35,860   | 30.0%                   |                        | X       |
|    | 17   | KY    | 3,026  | 10.0%                   |                        | X       |
|    | 18   | LA    | 6,821  | 30.0%                   |                        | X       |
|    | 19   | MA    | 4,684  | 30.0%                   |                        | X       |
|    | 20   | MD    | 20,136   | 30.0%                   |                        | X       |
|    | 21   | ME    | 3,491  | 30.0%                   |                        | X       |
|    | 22   | MI    | 6,393  | 0.0%                    |                        | X       |
|    | 23   | MN    | 7,308  | 30.0%                   |                        | X       |
|    | 24   | MO    | 44,074   | 30.0%                   |                        | X       |
|    | 25   | MS    | 44,209   | 25.0%                   |                        | X       |
|    | 26   | NC    | 144,422  | 30.0%                   |                        | X       |
|    | 27   | ND    | 2,503  | 30.0%                   |                        | X       |
|    | 28   | NE    | 12,091   | 30.0%                   |                        | X       |
|    | 29   | NH    | 83,453   | 30.0%                   |                        | X       |
|    | 30   | NJ    | 21,372   | 30.0%                   |                        | X       |
|    | 31   | NM    | 1,229  | 30.0%                   |                        | X       |
|    | 32   | NV    | 11,866   | 30.0%                   |                        | X       |
|    | 33   | NY    | 81,176   | 30.0%                   |                        | X       |
|    | 34   | OH    | 35,701   | 30.0%                   |                        | X       |
|    | 35   | OK    | 28,852   | 30.0%                   |                        | X       |
|    | 36   | OR    | 1,073  | 30.0%                   |                        | X       |
|    | 37   | PA    | 46,370   | 30.0%                   |                        | X       |
|    | 38   | RI    | 913  | 30.0%                   |                        | X       |
|    | 39   | SC    | 11,101   | 30.0%                   |                        | X       |
|    | 40   | TN    | 78,359   | 10.0%                   |                        | X       |
|    | 41   | TX    | 240,343  | 30.0%                   |                        | X       |
|    | 42   | UT    | 2,017  | 30.0%                   |                        | X       |
|    | 43   | VA    | 36,278   | 0.0%                    |                        | X       |
|    | 44   | VT    | 465  | 30.0%                   |                        | X       |
|    | 45   | WA    | 8,948  | 0.0%                    |                        | X       |
|    | 46   | WV    | 14,717   | 30.0%                   |                        | X       |
|    | 47   | WY    | 3,442  | 30.0%                   |                        | X       |
|    |  |       |  |                         |                        |         |
|    |  |       |  |                         |                        |         |
|    |  |       |  |                         |                        |         |
|    | Weighted Average:  |       | 1,867,951  | 24.7%                   | 0.0%                   |         |